INTERNATIONAL EXECUTIVE MASTER OF BUSINESS ADMINISTRATION

#1 EMBA GLOBALLY FOR CAREER PROGRESS – 5 CONSECUTIVE YEARS

THE FINANCIAL TIMES EMBA RANKING
EMBA 2016–2018 CLASS PROFILE

Participants: 64
Years average work experience: 11
International participants: 72%
Average age: 36
Women: 36%

Regions represented:
- Rest of Europe 34%
- Germany 30%
- Asia 16%
- Americas 14%
- Africa / Middle East 6%

Industries:
- Consulting 8%
- Manufacturing / FMCG 14%
- Energy / Engineering 14%
- Other 2%
- Financial Services 16%
- Media / Entertainment 16%
- Healthcare / Pharma / Bio-Tech 6%
- Government / Non-Profit 12%
- IT / Telecommunications 9%
- Energy / Engineering 16%
- Consulting 14%
- Manufacturing / FMCG 14%
- Other 2%

Selection of job titles:
- CEO, Chief Manager of Business Unit, Deputy Manager, Finance Director, General Manager
- Global Brand and Marketing Director, Global Key Account Manager, Head of Business System, Head of Corporate Strategy and Business Development, Head of Operations and Processes, Head of Procurement, Head of Research Group, Head of Service Execution, IT Service Manager, Sales and Distribution Director, Senior Policy Advisor, Senior Project Manager, VP of Corporate Development, VP of Strategic Projects

Benefits for your career:
- You can share your experience with a peer-group of managers and gain from their collective experience and insights
- Grow academically and professionally while maintaining your work-life balance
- Apply new skills immediately through unique course assignments and integrated project structure
- Build a life-long network and connections across industries
- Seek individualized career advice

Your employer receives:
- Fresh input and new ideas
- Growth potential via your enhanced strategic leadership skills and entrepreneurial thinking
- Top talent retention through professional training
- Company-focused projects delivering immediate improvement to daily business operations
- Cross-cultural competencies via collaboration with diverse participants
- Exposure to the best practices of other companies

EMBA Alumni career progression:

Alexander Kalinna 2014–2016
- Position before ESMT: Senior Associate at PIMCO, Account Management Germany & Austria
- Position after ESMT: Vice President at Allianz Global Investors, Consultant Relations EMEA ex UK

“The ESMT EMBA program was a truly inspiring and valuable experience. The diverse skills and varied backgrounds of the class helped me broaden my horizons and see things from a different perspective. The EMBA experience advanced my career and many new friendships were formed.”

Lucia Fernandez Lopez 2014–2016
- Position before ESMT: Technical Lead Sulphuric Acid Technologies at Bayer Technology Services GmbH, Germany
- Position after ESMT: Head of Bioimaging at Bayer AG, Germany

“The ESMT EMBA provided me with the tools and the confidence to become a general manager at Bayer. The learning within the classroom was practical and hence essential in preparing me for my new role. I felt confident from day one. I recommend this program to everyone who wants to take an important step towards becoming a general manager.”

CEO, Chief Manager of Business Unit, Deputy Manager, Finance Director, General Manager, Global Brand and Marketing Director, Global Key Account Manager, Head of Business System, Head of Corporate Strategy and Business Development, Head of Operations and Processes, Head of Procurement, Head of Research Group, Head of Service Execution, IT Service Manager, Sales and Distribution Director, Senior Policy Advisor, Senior Project Manager, VP of Corporate Development, VP of Strategic Projects

Regions represented:
<table>
<thead>
<tr>
<th>Module</th>
<th>Start Date</th>
<th>End Date</th>
<th>Duration</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Module 1</td>
<td>Oct 9</td>
<td>Oct 14</td>
<td>6 days</td>
<td>Building a Solid Foundation: Introduction to general management, introduction to economic thinking, organizational behavior, data analytics, accounting and management control, managerial analysis and decision making</td>
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<tr>
<td>Module 2</td>
<td>Dec 4</td>
<td>Dec 9</td>
<td>6 days</td>
<td>Mastering Management Functions: Operations, financial management and corporate finance, marketing management, business and corporate strategy, managing and developing people</td>
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<tr>
<td>Module 3</td>
<td>Feb 12</td>
<td>Feb 17</td>
<td>6 days</td>
<td>Global Network for Advanced Management: Network week</td>
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<tr>
<td>Module 4</td>
<td>Apr 30</td>
<td>May 5</td>
<td>6 days</td>
<td>Developing a Distinctive Edge: Theory into practice: business simulation, status, organizations and networks, sustainable business, entrepreneurship, business ethics</td>
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<tr>
<td>Module 5</td>
<td>June 11</td>
<td>June 15</td>
<td>6 days</td>
<td>International Management track &amp; GNAM: Two international modules allow you to experience business and societal cultures first-hand. During the GNAM global network week, students attend lectures at member universities around the world. Network members for this academic year include: AIM (Philippines), EGADE (Mexico), Fudan (China), IE (Spain), Koç (Turkey), UCD (Ireland), University of Ghana, Yale SOM (USA), World Business Council for Sustainable Development (Switzerland). Additionally, a two-week ESMT field seminar (IFS) adds real-world experience to conducting business abroad. Past trips included Argentina – Brazil – Chile, and Hong Kong – Malaysia – Vietnam, and South Africa.</td>
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<tr>
<td>Module 6</td>
<td>Sept 10</td>
<td>Sept 22</td>
<td>13 days</td>
<td>Strategic International Management: International field seminar (IFS)</td>
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<tr>
<td>Module 7</td>
<td>Nov 26</td>
<td>Dec 1</td>
<td>6 days</td>
<td>Electives: Bringing technology to market, corporate governance and integrity, IT for leaders</td>
</tr>
<tr>
<td>Module 8</td>
<td>Feb 25</td>
<td>March 8</td>
<td>13 days</td>
<td>Technology and innovation track: Business principles are applied directly to new, innovative case studies from a variety of technology sectors ranging from solar power to aviation to the iPad. Our leading faculty teach you about developing new, innovative products. You will have courses on managing people in creative organizations, bringing new technologies to market, and IT for leaders.</td>
</tr>
<tr>
<td>Module 9</td>
<td>Apr 10</td>
<td>Apr 13</td>
<td>4 days</td>
<td>International management track &amp; GNAM: Two international modules allow you to experience business and societal cultures first-hand. During the GNAM global network week, students attend lectures at member universities around the world. Network members for this academic year include: AIM (Philippines), EGADE (Mexico), Fudan (China), IE (Spain), Koç (Turkey), UCD (Ireland), University of Ghana, Yale SOM (USA), World Business Council for Sustainable Development (Switzerland). Additionally, a two-week ESMT field seminar (IFS) adds real-world experience to conducting business abroad. Past trips included Argentina – Brazil – Chile, and Hong Kong – Malaysia – Vietnam, and South Africa.</td>
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Leadership development: Individual Leadership Development Itinerary (ILDI) workshops are conducted throughout the program.

Program strengths:

- Applied learning format: Balance your executive training with professional responsibilities. One-week modules every two months let you directly apply your new skills. Business-focused course assignments and ESMT’s unique Final Report structure allow you to conduct an academic project in your organization and enhance your visibility and network across departments.

- Technology and innovation track: Business principles are applied directly to new, innovative case studies from a variety of technology sectors ranging from solar power to aviation to the iPad. Our leading faculty teach you about developing new, innovative products. You will have courses on managing people in creative organizations, bringing new technologies to market, and IT for leaders.

- International management track & GNAM: Two international modules allow you to experience business and societal cultures first-hand. During the GNAM global network week, students attend lectures at member universities around the world. Network members for this academic year include: AIM (Philippines), EGADE (Mexico), Fudan (China), IE (Spain), Koç (Turkey), UCD (Ireland), University of Ghana, Yale SOM (USA), World Business Council for Sustainable Development (Switzerland). Additionally, a two-week ESMT field seminar (IFS) adds real-world experience to conducting business abroad. Past trips included Argentina – Brazil – Chile, and Hong Kong – Malaysia – Vietnam, and South Africa. **Business integrity management track**: EY, experts on white-collar crime, compliance, corporate governance, and business integrity will share their knowledge and experience during this track of the EMBA program. These electives will prepare you to detect, eliminate and avoid fraud in business.

Curriculum is subject to change. For up-to-date information, visit our website: www.esmt.org/emba.
ESMT is home to four research centers: The Center for Financial Reporting and Auditing (CFRA); The Center for Leadership Development Research (CLDR); The Center for Sustainable Business (CSB); as well as the Digital Society Institute (DSI).

ESMT has one of the world’s most diverse faculty educated at some of the most prestigious business schools and universities – Harvard, Cornell, Columbia, INSEAD, JBS, Humboldt Universität, and Freie Universität Berlin, to name a few. They produce cutting-edge research including over 90 cases in our collection.

STEPS 1-3:

STEP 1: Company nomination for sponsored candidates
STEP 2: Prepare for GMAT, GRE or choose the ESMT Admission Test
STEP 3: Complete admissions interview & ESMT Admission Test, if applicable

ESMT receives nomination & candidate sends CV for pre-evaluation
Complete online application (and TOEFL or equivalent, if required)
Admissions Committee decision

APPLICATION CRITERIA AND TIMELINE

TO APPLY,
YOU SHOULD HAVE
✓ At least five years of professional experience, including three years of managerial experience with an emphasis on leadership qualities and achievements (managing people, processes, or budgets)
✓ An undergraduate degree or equivalent professional qualification
✓ Strong GMAT/GRE or ESMT Admission Test scores. Completed online application including two references, at least one of which must be from your employer
✓ Personal interview with ESMT program director or faculty
✓ International outlook, intercultural competence, responsible approach to business
✓ Proven teamwork skills
✓ Leadership achievements and potential for high-performance career growth
✓ Excellent analytical skills

OTHER CRITERIA
✓ At least five years of professional experience, including three years of managerial experience with an emphasis on leadership qualities and achievements (managing people, processes, or budgets)
✓ An undergraduate degree or equivalent professional qualification
✓ Strong GMAT/GRE or ESMT Admission Test scores. Completed online application including two references, at least one of which must be from your employer
✓ Personal interview with ESMT program director or faculty

DEADLINES AND FEES

Round 1: April 3  |  Round 2: July 3  |  Round 3: September 4
Applications are reviewed on a rolling basis.

The program fee is €57,500 and is payable across three calendar years. Some scholarship funding is available for self-financing candidates.

 Loans: ESMT offers access to alumni-funded loans through Prodigy Finance or the unique scheme from Brain Capital.

ESMT is certified by the US Department of Education to award Title IV and GI Bill loans to US citizens.
ESMT Berlin
ESMT European School of Management and Technology GmbH

Schlossplatz 1
10178 Berlin

ADMISSIONS MANAGER:
Lennart Ehrl

Phone: +49 30 21231–1600
Fax: +49 30 21231–1409

admissions.degrees@esmt.org
www.esmt.org/emba